Chambers, Liz

From: Chambers, Liz
Sent: Friday, October 24, 1997 6:18 PM
To: HACKETT1, John
Cc: HACKETT1, John; Callicutt, Charlene; DAME1, Cathy; Garman, Joe; Podraza, Ken; Whidby, Jerry; MURPHY, Virginia; OSBORNE1, Kevin
Subject: Massachusetts Compliance
Importance: High

John,

Monday, as you know, is the last day that we can purchase product from MA and stay within the ISO 8243 guidelines. I know that each and every one of the TSM's have made significant effort to find the product within their county. Because of this effort and the fact that each TSM will supply you with the information of all stores visited but no product purchased, will move to the last step. The MA regulations states "If some varieties are not available in certain locations, additional packages will be purchased where they are available." The TSM's can now purchase product wherever it can be found.

If the product cannot be found in all counties, they may purchase all packs needed from one county. If you found the product in one or two stores within that county, then go back to the one or two stores and purchase more product. Do whatever is necessary at this time to purchase all packs needed with 1/2 of the packs mailed to MA and 1/2 of the packs mailed to PM. You mentioned that some of the stores only sold by the carton. If this happens to be one of the brands we still need, then buy the carton and send whatever packs we need. Any questions please call.

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